

From: newsletter@bounce.uptilt.com on behalf of Agilent Technologies <agilent_inquiries@extmail.agilent.com>
Sent: Thursday, May 20, 2010 3:46 PM
To: Hanchett, James (DPH)
Subject: Varian, Inc. has Joined Agilent Technologies

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Varian, Inc. has Joined Agilent Technologies
We're Stronger than Ever, Better Able to Address Your Measurement Needs

I am pleased to announce that Varian, Inc. is now part of Agilent. Together we will provide you with the most complete set of measurement applications and solutions, accompanied by expert service and support. Our top priority is to ensure your continued satisfaction, including a smooth transition as we combine the two companies.

Your input will be essential as we merge these two great companies. Meeting your business' needs and preferences as we integrate processes will take precedence.

Until the latter part of this year, we will not change any business processes, such as ordering, billing and services. Please continue to contact the sales and support people you did before Varian joined Agilent.

We will take the next several months to optimize sales coverage, services and processes by building on the best of both companies to give you a superior experience with Agilent. We will notify you – with plenty of lead time – of changes that will affect you. As soon as the divestitures associated with the regulatory approvals are finalized, we will inform you of service and support changes. As previously announced, these divestitures include Agilent's micro GC business, Varian's ICP-MS instruments business, Varian's Lab GC instruments business, and Varian's GC quadrupole mass spectrometry instruments business.

Your sales and service representatives can address any questions you have, and you can find all integration-related information, including answers to frequently asked questions, on our Web site: www.agilent.com/go/varian.

In addition, because we are committed to helping you succeed, we have a robust escalation process in place. Tell your representative what we can do to improve your satisfaction with us.

We look forward to working with you and serving your needs today and far into the future.

Best regards,



Bill Sullivan
President and Chief Executive Officer
Agilent Technologies

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